



USAID
DEL PUEBLO DE LOS ESTADOS
UNIDOS DE AMÉRICA

EXPRO El Salvador
Programa de Promoción de Exportaciones
para las Micro, Pequeñas y Medianas Empresas

QUARTERLY REPORT

Ending September 30, 2005



Export Promotion for Micro, Small and Medium Enterprises El Salvador (USAID/EXPRO)

Contract No.: PCE-I-00-98-00016-00 T/O 833

Project Period: July 2003 – March 2006

USAID Mission: USAID El Salvador Office of Economic Growth

Project Contractor: Nathan Associates Inc.

Project Summary: USAID/EXPRO aims to reactivate the economy of El Salvador by increasing income generated from exports of micro, small, and medium enterprises (MSMEs). Project objectives include (1) strengthening the Ministry of Economy's institutional export and trade policy capacity; (2) improving access to trade and export information; (3) increasing the competitiveness of Salvadoran businesses; (4) expanding business contracts and sales; (5) strengthening the Salvadoran export services sector; and (6) establishing strategic business alliances. Nathan Associates, in collaboration with AG International, DAI, and JE Austin, is providing technical, commercial assistance, and training to support government and private sector export promotion efforts; improving the productive capacities of MSMEs striving to access international markets; and assisting Salvadoran companies in developing and increasing export sales by at least \$20 million at project completion on March 31, 2006. USAID/EXPRO is also providing technical assistance and training to make export promotion initiatives more effective and to improve product development, operational efficiency, business development services, and the production scale of Salvadoran MSMEs so they can enter international markets, enjoy market continuity, maximize profitability, and face less risk of failure.

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EXECUTIVE SUMMARY

By this report USAID/EXPRO is reporting contracted deliverables as of September 30, 2005 in all six result areas. Most importantly, USAID/EXPRO is able to report \$22,023,344 in various export products generated by the project's direct technical assistance to 184 Salvadoran MSMEs. An additional 195 companies have received competitiveness assistance by USAID/EXPRO and are expected to produce results in future quarters; totaling the number of firms technically assisted by USAID/EXPRO at 379.

In two years and 3 months the project has generated 1,162 new jobs for El Salvador. Please see the section titled "Employment Generation Results" in the body of this report for further details.

USAID/EXPRO is also able to report important deliverables generated by the project's MSME training program which was to: apply strategies and policies which reinforce competition of related sectors; identify and select possible entrepreneurial, innovative and exporting entrepreneurial projects; prepare economic and financial feasibility studies that will allow the implementation of selected projects; and prepare and advise MSMEs in the preparation of business plans, standards for food and drugs exports, CAFTA and FTAA opportunities, professional associations, export plans and other subjects related to exporting of Salvadoran products. As of September 2005 1,000 companies have been trained by the program and 169 have exported generating \$8,464,621 in new sales.

USAID/EXPRO	No. of Firms Exporting	No. of Jobs Created	\$ Exported
Technical Assistance	184	1162	\$22,023,344
Training Program	169	n/a	\$8,464,621
TOTAL	353	1162	\$30,487,965

The 22 million dollars in exports represents over 100% of the project's total target for exports generated. Approximately \$13,199,548 of the export results is attributable to the attendance at trade fairs through September 30, 2005.

During the quarter the activities of the USAID/EXPRO related funds being executed with CENTROMYPE and FOEX have been distributed consistently. The difficulties in recruiting firms for longer-term technical assistance that existed in previous quarters has been solved, as several export platform initiatives and new MSME export projects were approved to be co-financed through the funds. To-date, \$1,340,115 has been awarded to MSMEs through the grant funds.

The above results are largely due to USAID/EXPRO's senior staff members and over 55 expatriate, cooperating-country-national (CCN) and third-country-national (TCN)

technical consultants. In addition to their general expert advice the consultants and staff have participated in one or more of the 60 trade fairs, 20 commercial trade missions, 2 Central American business rounds, 47 studies, and 9 private sector association capacity building activities. Institutional capacity building and information dissemination has also been made possible by the USAID/EXPRO team's continual population of www.expro.org and disbursement of the USAID/EXPRO monthly newsletter.

Additional detail of the deliverable outputs mentioned above can be found in Table 1 and Annexes 1-2. Narrative explanations of each activity can be found under the appropriate result area. In the narrative portion of this report all but one of the three option period results are included with one of the result numbers 1-6, which are similar in scope but require funding from one of the two grant funds.

Table 1

Total Reported Contract Deliverables as of September 30, 2005

Result #	Deliverable Description	Original + Extension Contract Requirement (No.)	Previous Quarter PTD-Actuals (Earthquake)	Previous Quarter PTD-Actuals (Non-Earthquake)	Previous Quarter TOTAL PTD Actuals Reported	Current Quarter-Actual (Earthquake)	Current Quarter-Actual (Non-Earthquake)	Current Quarter TOTAL-Actual Delivered	PTD-Actual Exported (Earthquake)	PTD-Actual Exported (Non-Earthquake)	TOTAL PTD-Actual Delivered	Actual % of Contract
1	Identification and development of export-oriented projects in 5 different economic sectors. At least 50% in earthquake areas	25	10	11	21	0	0	0	10	11	21	84%
1	Public/Private sector professionals trained in export promotion and trade policy	100	n/a	n/a	317	n/a	n/a	0	n/a	n/a	317	317%
2	Product/market analyses conducted in target markets	55	n/a	n/a	47	n/a	n/a	0	n/a	n/a	47	85%
2	Best Practice Guide in export promotion programs	1	n/a	n/a	1	n/a	n/a	n/a	n/a	n/a	1	100%
2	Intranet/Portal for communicating and disseminating trade information	1	n/a	n/a	0	n/a	n/a	0	n/a	n/a	0	0%
3	EXPRO Project website	1	n/a	n/a	1	n/a	n/a	n/a	n/a	n/a	1	100%
3	Increased competitiveness of Salvadoran firms working in international trade areas	400	178	167	345	19	15	34	197	182	379	95%
3	Salvadoran firms trained and committed to participating in developing their export capabilities and future access to international markets	1000	558	532	1090	0	0	0	558	532	1090	109%
3	Strengthened associations to assist with the development of MSMEs	5	n/a	n/a	9	n/a	n/a	0	n/a	n/a	9	180%
3	New Products Developed	15	n/a	n/a	42	n/a	n/a	3	n/a	n/a	45	300%
3	Trading Companies Formed	8	n/a	n/a	4	n/a	n/a	1	n/a	n/a	5	63%
4	Jobs Created	500	n/a	n/a	1162	n/a	n/a	*n/a	n/a	n/a	1162	232%
4	Trade Fairs Supported	22	n/a	n/a	56	n/a	n/a	4	n/a	n/a	60	273%
4	Commercial Missions Supported	5	n/a	n/a	17	n/a	n/a	3	n/a	n/a	20	400%
4	MSMEs exporting a variety of products to international markets	250	86	81	167	11	6	17	97	87	184	74%

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4	MSMEs exporting a variety of products to international markets	\$20,000,000	\$11,094,853	\$6,759,805	\$17,854,658	\$3,378,832	\$789,853	\$4,168,685	\$14,473,685	\$7,549,658	\$22,023,343	110%
5	Competitiveness of Business Development Services Firms and/or individual consultants increased with improved capacity to provide effective export services to MSMEs	70	n/a	n/a	123	n/a	n/a	3	n/a	n/a	126	180%
5	Trade advisors working for a private commercial representation service and located in the U.S. and European markets for assisting SMEs to expand business contracts	5	n/a	n/a	8	n/a	n/a	0	n/a	n/a	8	160%
6	Newly established international long-term strategic business relationships formed with Salvadoran enterprises	20	n/a	n/a	14	n/a	n/a	8	n/a	n/a	22	110%
6	Long-term export development assistance programs implemented in collaboration with international partner institutions	5	n/a	n/a	4	n/a	n/a	0	n/a	n/a	4	80%

Please note:

When a company has worked with more than one institution (FOEX, EXPRO and Centromype) or has partaken in activities that do not apply to the funds as well as worked with the funds - exports are apportioned accordingly between the different institutions or activities. This procedure is also applied when an exporting company has worked with more than one fund and/or with a fund and an activity outside of the funds.

Additionally Initiatives executed directly by EXPRO related to the funds have been divided equally between FOEX and Centromype.

Some companies have updated their export numbers and have made corrections from the numbers given during the last quarter (for example the company has reported that the accountant made a mistake when reporting the numbers, etc). In other instances EXPRO decided to eliminate some exports results deemed by senior staff not to be traceable to direct project support.

* The survey to identify new jobs created during the quarter has not been completed as of due date for this report. The results will be sent to USAID in a separate report.

PROJECT SUMMARY

USAID/EXPRO aims to reactivate the economy of El Salvador by increasing income generated from exports of micro, small, and medium enterprises (MSMEs). Project objectives include (1) strengthening the Ministry of Economy's institutional export and trade policy capacity; (2) improving access to trade and export information; (3) increasing the competitiveness of Salvadoran businesses; (4) expanding business contracts and sales; (5) strengthening the Salvadoran export services sector; and (6) establishing strategic business alliances. Nathan Associates Inc., in collaboration with AG International, DAI, and JE Austin, is providing technical, commercial assistance, and training to support government and private sector export promotion efforts; improving the productive capacities of MSMEs striving to access international markets; and assisting Salvadoran companies in developing and increasing export sales by at least \$20 million at project completion on March 31, 2006. USAID/EXPRO is also providing technical assistance and training to make export promotion initiatives more effective and to improve product development, operational efficiency, business development services, and the production scale of Salvadoran MSMEs so they can enter international markets, enjoy market continuity, maximize profitability, and face less risk of failure.

TECHNICAL ACTIVITIES DURING THE PERIOD

Quarterly Inputs and Outputs by Result

**Please see Annex 1 for a summary list of activities*

Result 1: Institutional Export Promotion and Trade Policy Capacity of the Ministry Of Economy Strengthened

- In the previous quarter USAID/EXPRO's COP met with Cámara de Comercio and EXPORTA representatives who voiced their intention to ask for support for the organization of a Second Encuentro Exportador, in the month of October 2005. During this quarter, USAID/EXPRO confirmed its support to this initiative, USAID/EXPRO's contribution for this activity will be \$5,000 and speakers for the conference sessions.
- EXPORTA presented USAID/EXPRO a request of support for specific activities. In response, USAID/EXPRO prepared and presented EXPORTA an action plan with the areas that will receive technical and financial support. During the quarter all of the activities planned began to be implemented, which are: 1) A consultant for the design of an export promotion strategy has being identified and the process to hire him has already started; 2) The design and implementation of an export portal has being initiated with the participation of Microsoft Corporation; 3) With the support of USAID/EXPRO, EXPORTA executives are participating in training seminars; 4) Trade Shows and Missions are being organized jointly by both organizations and 5) EXPORTA has being invited to participate in the creation of new trading companies.
- During the quarter USAID/EXPRO collaborated with EXPORTA in the organization and implementation of one trade show and two different trade missions: 1) Summer Fancy Food Show, in New York; 2) Multi-sector Trade Mission to Honduras and Guatemala; 3) Multi-sector Trade Mission to Dominican Republic.

Result 2: Access to Trade and Export Information Improved

- The USAID/EXPRO website continues to be populated with new trade and export information, in addition to upcoming USAID/EXPRO events, trade fairs, and training programs. The website also provides news and results from past USAID/EXPRO activities. (www.expro.org)
- USAID/EXPRO promoted a meeting between EXPORTA's new executive Director and MICROSOFT El Salvador General Manager, in order to present to him the proposal for an Export Portal. EXPORTA made minor modifications to the Portal proposal, but agreed in general terms with the material reviewed. The working group has initiated operations and meets once a week. A prototype of the portal was completed in September and Phase One will be ready in October 2005. Phase Two is expected in January 2006, and with it USAID/EXPRO's support for this activity. An e-government oriented Third Phase will be later deployed by EXPORTA.

- During the quarter USAID/EXPRO generated a third export data analysis. The analysis helps to determine what USAID/EXPRO initiatives have assisted in producing the highest results, which industries have had the most success, etc. This analysis is updated with each new quarter's results. The September 2005 Export Data Analysis will be available by November 30th.
- USAID/EXPRO is currently executing a survey through a specialized firm to determine the employment generated by beneficiary MSME's of the program through the export activity. This updated survey will give results as of September 2005, however it has not been completed as of the due date of this report. In the previous quarter, this same survey was executed and it was conducted on a sample of USAID/EXPRO's beneficiaries as of March 31, 2005. The total number of beneficiaries as of March 31, 2005 was 319 MSME and the sample surveyed by the specialized firm was 157. This sample represented a statistical confidence interval of +/- 5%. The main results of the survey were as follows: Of the 157 companies surveyed 96 or 61.1% reported to have exported as a result of USAID/EXPRO's support; Of the 96 MSME's that reported to have exported through USAID/EXPRO, 46 or 47.9% had generated employment as a result of exports; These 46 companies generated an average of 12.4 new jobs as a result of their export activity for a total of 572 new jobs; Of the 572 new jobs created as a result of USAID/EXPRO's support to the export activity 194 or 33.92% correspond to women and 378 or 66.08% correspond to men. Based on the results of the sample mean of 157 companies we could project that for the 319 companies that had received USAID/EXPRO's technical support as of March 31, 2005, 1,162 new jobs have been created.

Result 3: Competitiveness of Salvadoran Businesses Increased

- USAID/EXPRO continues with the creation of Joint Units of Export. This activity is launching a pilot project encompassing four Joint Units for export with Salvadoran Micro, Small and Medium Enterprises (MSME's). Each Unit is being directed toward different markets and used as a guideline and reference for future projects of effective platforms for commercialization. To-date, the activity has started the last phase of the methodology - internationalization support for the companies. Each company during this quarter:
 - The Shoe UCEX (MAKI, S.A. DE C.V.) finished a market study for the Guatemalan shoe sector and has decided to work internally here in El Salvador the rest of this year, and begin working in Guatemala next year.
 - The Software UCEX (Corporación Internacional de Software, S.A. de C.V.): now has a web page www.ci-soft.net, followed-up with negotiation which started during the business trip to Nicaragua, and participated in the 10th Annual LATIN EXPO in Los Angeles from October 14th to October 15th, 2005. This company made a sale for Nicaragua for \$ 5,000.00 and expects a sale of approximately \$45,000 by the end of this year. They completed the process of obtaining finance support from FOEX and, are in the final phase of obtaining a similar one from CENTROMYPE-CONAMYPE.

- The furniture UCEX (DECOEXPORTA, S.A. de C.V.) participated in the showrooms in the most popular malls in San Jose, Costa Rica with sales of \$ 20,000 and participated in the EXPOMUEBLE 2005 Fair in Guatemala City with sales of \$ 25,000. This trading company is in the last stage of the process of selecting and hiring the commercial director, and USAID/EXPRO has supported them in making a revision of their business plan. They completed the process to obtain finance support from CENTROMYPE-CONAMYPE.
 - The organics UCEX (Natural Union Brand, S.A. de C.V.) has started their business activity after a launching ceremony with the participation of the Economy Minister in September 2005. They also participated in Natural Expo East Fair in Washington in September, and now they are following up the potential business generated during that event. . They completed the process to obtain finance support from CENTROMYPE-CONAMYPE.
- USAID/EXPRO continues to provide follow-up to the IDB initiative in which ten software companies have applied to a certification process that will facilitate their exports to more developed markets, such as the US and Europe. INCAE has been appointed by the IDB to implement this project. The certification process is under way. Participating companies are currently training and will soon after translate this training into specific changes of their operational processes.
- The objective of the Innove Design Team activity otherwise know as "Innove Strategic Design Solutions" is to model the "best practices" of today's leading design firms. Innove is making design and innovation a resource in El Salvador that is available to Salvadoran manufacturers. During the quarter, the Innove activity successfully prototyped approximately 20 new products; now samples are being produced from them by over 15 manufacturers currently engaged with the activity. The samples fall into the categories of lights, furniture, fabric products, textiles, metal, and black clay. The samples will be showcased for a US sales representative in the home furnishings industry on November 18th. It has just been agreed that the Deco EXPORTA trading company will begin training in the Innove process that will introduce the design and innovation methodology which they will begin to work under in order to develop more refined products to be sold at the Atlanta International Gift and Home Furnishings Market in January 2006.
- During the quarter, two member designers from ADIES and the consultant Mary Louise Sayles gave a well-received presentation to the Chamber of Commerce on Innovation and Design and how they can make Salvadoran firms more competitive in the global market.
- USAID/EXPRO is collaborating and increasing the capacity of 5 different private sector associations: FUSADES (development of international commercial alliances for 15 SMEs currently being assisted by PROPEMI), ASI (development of linkages for exports between large Salvadoran exporters and potential SME-suppliers), FUNDAPYME (export-competitiveness training for Salvadoran SMEs),

Camara de Comercio (new round of AFIS training for 40 companies, culminating in participation in trade fairs or commercial missions utilizing the USAID/EXPRO Fast Track facility). During this Quarter:

- Cámara de Comercio has finished its AFIS project, in which 20 companies completed a customized Export Plan. An event was executed in order to inform about these graduating companies. Phase III was started and completed by the participation of AFIS graduating companies in different trade shows and commercial missions, such as Expo Comida Latina guided visit, commercial mission to Dominican Republic and Central America
- FUSADES-PRIDEX has finished Phase Two of its project, which was culminated with a public event where 25 companies graduated from the training sessions. Afterwards, a classification was made in order to choose a maximum of 15 companies with export capacity. Phase three was started, with the implementation of export plans for each company, done by the consulting firm and EXPORTA's Trade Point, which provided commercial information about Spain, as well as possible companies with whom they can create joint ventures or commercial businesses. A trade mission to Spain is being planned for November 2005.
- No further advancements. ASI has promised to have the final document ready in October.
- FUNDAPYME communicated to USAID/EXPRO that it has decided to re-orient its project toward the Health Services Export project, thus it will no longer implement the original activity one proposed to USAID/EXPRO oriented at export training in general.
- During this quarter USAID/EXPRO supported the following trade shows and commercial missions:
 - Summer Fancy Food Show, in New York, with the participation of eight companies (in collaboration with EXPORTA).
 - Multi-sector Trade Mission to Honduras and Guatemala, with the participation of ten companies (in collaboration with EXPORTA).
 - Natural Expo East, in Washington DC, with the participation of the Organic Products Trade Company.
 - Multi-sector Trade Mission to Dominican Republic, with the participation of twenty two companies (in collaboration with EXPORTA).
 - Support to one company to participate in the CONFITEXPO fair , in Mexico.
 - The Furniture Trading Company in a Showroom in Costa Rica.
 - Trade Mission of the Software Trading Company to Nicaragua.
 - The Furniture Trading Company in the EXPOMUEBLE fair in Nicaragua.

- USAID/EXPRO conducted several meetings with an advisory body formed by prominent medical doctors and dentists, in which the baseline was set for the creation of an export chamber of health services. As a result, USAID/EXPRO feels there is an increased commitment and motivation on the doctors associated to this project. During the quarter:
 - A training session conducted by an organizational expert was organized by USAID/EXPRO in collaboration with FUNDAPYME. The advisory body formed by 17 doctors participated in a twelve hour interactive seminar, in which they defined, among other things, the Mission, Vision, Code of Ethic and Bylaws of the future Export Chamber of Health Services.
 - The First Marketing for Health Services Seminar was organized with the participation of more than one hundred doctors, dentists and other health related professionals.
 - An international consultant specialized in the Export of Health Services was hired by USAID/EXPRO. This consultant gave the seminar mentioned above and also visited local clinics and hospitals, in addition to interviews with doctors and dentists. At the end of his consulting assignment, he had a debriefing session with the doctors' advisory body, in which he presented his conclusions and recommendations.
 - Two fact finding missions were organized to Mexico and the US in order to study the export of health services between the two countries and evaluate its applicability to El Salvador's model. Both missions were integrated by medical doctors, odontologists and representatives of USAID/EXPRO and FUNDAPYME. The first fact finding mission took place in Tijuana and San Diego, CA. The second one to Chihuahua, Ciudad Juarez and El Paso, TX. Both missions confirmed to USAID/EXPRO and the Medical Advisory Body that El Salvador has a solid case in its plans to promote the export of health services to the US.

Result 4: Business Contracts and Sales Expanded

- USAID/EXPRO is able to report \$22,023,344 in various export products generated by the project's direct assistance to 184 Salvadoran MSMEs. An additional 195 companies have received competitiveness assistance by USAID/EXPRO and are expected to produce results in future quarters; totaling the number of firms technically assisted by USAID/EXPRO at 379.
- Approximately \$13,199,548 of export results is attributable to the attendance at trade fairs and commercial missions through September 30, 2005.
- In total for the project, USAID/EXPRO is able to report the supported attendance of 307 companies (companies counted more than once if they attended more than one activity) at 60 trade fairs and 20 commercial missions and led

Salvadoran MSMEs in 2 Central American business rounds. A list of which companies participated and to what trade fair can be found in Annex 2.

- In the previous quarter USAID/EXPRO conducted two reverse buyer missions with R&A to El Salvador in order to process new orders on new products and also place an additional purchase order on products they are already distributing. As a result, R&A distributors made agreements with 6 other Salvadoran companies to start exporting. During the quarter products that were exported due to these missions include frozen bread dough, a full container of brooms and an assorted container of baked goods.
- In the previous quarter representatives from Bestway supermarkets in Washington D.C arrived and a showcase of products from 26 Salvadoran companies was arranged. To-date, Bestway has imported a full container of red beans and the representatives are planning a visit for late Nov. to place new orders.
- In the previous quarter meetings were arranged between representatives from Flavorworks Inc., a company based in Florida, and Salvadoran producers. Samples of sauces from 4 Salvadoran companies were dispatched to them. Currently, 3 of the sauces are being arranged for export.
- During the quarter Salvadoran guitars were sold in Miami and Washington DC. Also, the most renowned classic guitar retailer, Guitair Salon International with branches in NY, Miami and L.A is interested in carrying the Paax Muul guitars. USAID/EXPRO will assist in showing them in December 2005. In addition the Jose Ramirez guitars will be shown in Madrid in December 2005.
- In collaboration with FIAGRO, USAID/EXPRO has launched the initiative to create new foods, derived from native ingredients that will appeal to the mainstream. The goal of this activity is to have these new products in the American marketplace by January 2006. During the quarter more than 50 different products were created for a Food Innovation competition. Of all the products 10 winners were selected. The 10 winners gave a tasting during the EXPO COMIDA Latina fair in Los Angeles in September. Currently, the winners are preparing to show and sell their products at the fancy food show In San Francisco, CA to be held in January 2006.

Result 5: The Salvadoran Export Services Sector Strengthened

- USAID/EXPRO invited seven private sector trade associations and MSME related institutions, to submit proposals for the implementation of export promotion projects among their associates. Under a matching grants methodology, USAID/EXPRO is able to give funds to selected institutions to execute projects oriented to provide technical assistance and market access to companies that want to export or that are currently exporting but want to develop new markets. During the third quarter of the year:
 - Cámara de Comercio has finished its AFIS project, in which 20 companies completed a customized Export Plan. An event was executed in order to inform about these graduating companies. Phase III was started and

- completed by the participation of AFIS graduating companies in different trade shows and commercial missions, such as Expo Comida Latina guided visit, commercial mission to Dominican Republic and Central America
- FUSADES-PRIDEX has finished Phase Two of its project, which was culminated with a public event where 25 companies graduated from the training sessions. Afterwards, a classification was made in order to choose a maximum of 15 companies with export capacity. Phase three was started, with the implementation of export plans for each company, done by the consulting firm and EXPORTA's Trade Point, which provided commercial information about Spain, as well as possible companies with whom they can create joint ventures or commercial businesses. A trade mission to Spain is being planned for November 2005.
 - No further advancements. ASI has promised to have the final document ready in October.
 - FUNDAPYME communicated to USAID/EXPRO that it has decided to re-orient its project toward the Health Services Export project, thus it will no longer implement the original activity one proposed to USAID/EXPRO oriented at export training in general.
 - Three additional professional Salvadoran designers within various disciplines have begun to be trained to work within the Design Team format which will make design and innovation a resource in El Salvador that is available to Salvadoran manufacturers. The essence of the resource is innovators streamed from the already existing Salvadoran Design Cluster, newly re-named ADIES. The designers will encompass the ability to solve complex design and marketing problems and be available as service providers for national and international clients.

Result 6: Strategic Business Alliances

- In the first quarter of 2004, a USAID/EXPRO team visited several cities in Spain and France where presentations were made to the representatives of industry associations, governmental trade development agencies and individual businesses on the opportunities that are emerging with the signing of the US-CAFTA for developing joint production and/or joint marketing agreements between European and Salvadoran firms. During this quarter, the USAID/EXPRO staff visited Spain and Italy, to focus particularly on the shoe, design, and food industries. The relations strengthened in this situation have been focused on the furniture industry, and some concrete companies that USAID/EXPRO has detected as potential candidates to establish their production or a part of it in El Salvador, in association with a Salvadoran partner.
- USAID/EXPRO has established new strategic business relationships with 1) ANIEME-Spanish Association of the Furniture Industry, 2) FEDA-Confederation of

Businessmen of Almansa, Spain, 3) Industrial and Commercial Chamber of Castilla y Leon, Spain, 4) Consorzio Vigevano Export-Vigerano Trading Company, Italy, 5) Assindustria Monza e Brianza-Industrial Association of Monza and Brianza, Italy, 6) Unione degli Industriali della Provincia di Pavia-Industrial Union of Pavia, Italy, 7) Pavia Export-trading company of pavia, Italy, 8) Unione Industriali di Como-Industrial union of Como, Italy.

- The Spanish Shoe Company LORENS, which came to the country as a result of an organized Reverse Mission from Spain, by USAID/EXPRO, is asking the Salvadoran company ADOC to export for 16,000 pairs of shoes in November 2005, which is approximately the equivalent to \$480,000. They are planning to increase next year to an order of about 80,000 pairs a year, which could mean \$2,400,000 on export activities for this Salvadoran Company. Please note: Export dollars generated from this company are not counted in the USAID/EXPRO deliverables due to the fact the company is larger than USAID's MSME definition. The connection ADOC made with LORENS was made after it was concluded El Salvador's MSMEs in this industry did not currently have the ability to export to where and what was needed. However, USAID/EXPRO is working to change this situation in the near future.

Employment Generation Results

As of the due date of this report, the survey for determining “New Jobs Created” as of September 2005 had not been completed. The results of the survey will be sent to USAID in a separate report as soon as they are available.

However please note, the USAID/EXPRO contracted deliverable for this result area is 500 new jobs created. As stated below, as of March 31, 2005 the project has generated 1162 jobs equaling 232% of the deliverable completed.

The main results of the survey ending March 31, 2005 were as follows:

- Of the 157 companies surveyed 96 or 61.1% reported to have exported as a result of USAID/EXPRO's support;
- Of the 96 MSME's that reported to have exported through USAID/EXPRO, 46 or 47.9% had generated employment as a result of exports;
- These 46 companies generated an average of 12.4 new jobs as a result of their export activity for a total of 572 new jobs;
- These same 46 companies generated 101 new jobs, which were not related to the export activity supported by USAID/EXPRO.
- Of the 572 new jobs created as a result of USAID/EXPRO's support to the export activity 194 or 33.92% correspond to women and 378 or 66.08% correspond to men.

Based on the results of the sample mean of 157 companies we could project that for the 319 companies that had received USAID/EXPRO's technical support as of March 31, 2005, 1,162 new jobs have been created.

Results as Related to Gender

- Of the 379 MSME's that have received technical assistance from USAID/EXPRO 257 or 74% of them have women owners or co-owners.
- Of these 257 MSME's with women owners or co-owners 132 or 51.4% are in earthquake areas and 125 or 48.6% are in non-earthquake areas.
- 67 or 26.1% of the MSME's with women having ownership were located in urban areas (As defined by the USAID/EXPRO Project) and 190 or 73.9% were located in rural areas.
- The 257 companies have been categorized into the following industries:
 - Food Products – 58 firms or 22.57%;
 - Manufacturing - 81 firms or 33.46%;
 - Specialty Coffees - 44 firms or 17.12%;
 - Services - 29 firms or 11.28%;
 - Pharmaceutical and Cosmetics - 10 firms or 3.89%;
 - Other Organic - 6 firms or 2.33%;
 - Agricultural Products – 24 firms or 9.34%
- Of the 257 MSME's 128 have generated new exports due to USAID/EXPRO's support. The total amount generated is \$14,541,631 or 66.03% of USAID/EXPRO's total reported exports as of September 30, 2005. Of the \$14,541,631 in exports \$11,201,979 is from 72 companies located in earthquake areas.

Results as Related to the USAID/EXPRO Training Program

USAID/EXPRO has executed a survey through a specialized firm to determine the impact of USAID/EXPRO's training program in regards to generation of exports for its beneficiaries (the survey did not include generation of employment). This study was executed in August 2005, with data as of June 2005. The survey is being performed again for the quarter ending September 2005 however the results have not been finalized prior to the due date of this report.

The specialized firm determined that a sample of 219 MSME's could be representative of the total number of beneficiaries of the program, which equals 1,000 businesses, in order to impart the survey. Please note it was important not to repeat export dollars generated by companies who both participated in the training program and received technical assistance. Therefore, before beginning the survey the 1,000 companies were filtered in order to remove the companies whose export results have already been calculated in Result Area 4 of the project's deliverables and to remove companies which were too large in size to be technically assisted. This left 494 companies to be included in the export results from the training program.

The main results are as follows:

- 34.1% (or 72) of the sampled MSMEs, in their own judgment, have generated exports due to the training received by USAID/EXPRO. If we apply this percentage (34.1%) to the total base from which the sample was calculated (494) the number of MSME's generating new exports from USAID/EXPROs training program would be 168.5.
- In their own judgment, \$8,464,621 has been generated in exports, by the MSME's due to the training received by USAID/EXPRO.

Problems Encountered and Solutions Proposed

It is recognized that there are a few result areas that have not met the target expectations by the end of the original contract end-date, June 30, 2005. The one area of biggest concern is: Result #2 "Intranet/Portal for communicating and disseminating trade information." This area's target has not been met due high turnover in the senior level leadership area of the government's export promotion agency EXPORTA.

USAID/EXPRO is pursuing the collaboration of an Intranet/Portal system directed at disseminating trade related information. This quarter, work on the portal is underway with the support of a team that will be contracted from Microsoft El Salvador. The portal is expected to be completed by the end of the project extension period.

Results and Project Performance Targets

During the quarter the activities of the USAID/EXPRO related funds being executed with CENTROMYPE and FOEX have continued. As was the case in the previous quarter, existing MSME export projects continued to be co-financed through the funds. In addition, new fast track initiatives as well as new export projects were approved to be co-financed through the USAID/EXPRO-FOEX Fund.

It is important to note that USAID/EXPRO with the support of CENTROMYPE and FOEX determined which export projects awarded or which activities within them would not be executed by the selected MSME's. As a result amounts determined as "not to be disbursed" were recycled back to "funds available" during the quarter, in order to continue supporting MSME's export projects and initiatives up to the maximum amount established. Thus, in some instances amounts awarded and number of executing MSME's might be lower than reported during the last quarter since these amounts and number of executing companies have been revised and duly adjusted.

As of September 30, 2005, the awards and disbursements presented on the following tables have been made for the USAID/EXPRO related funds.

USAID/EXPRO-FOEX FUND in \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	374,902	153,408	70,298	58,865	304,605	94,542
Non-Earthquake	286,318	126,881	77,116	64,847	209,202	62,034
Total	661,221	280,288	147,413	123,712	513,807	156,576

CENTROMYPE-USAID/EXPRO FUND in \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	299,442	258,365	79,744	79,725	219,699	178,639
Non-Earthquake	169,631	123,558	44,227	44,227	125,404	79,331
Total	469,073	381,922	123,971	123,952	345,103	257,970

USAID/EXPRO FUNDS EXECUTED DIRECTLY BY USAID/EXPRO in \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	117,978	117,978	117,978	117,978	0	0
Non-Earthquake	91,844	91,844	91,844	91,844	0	0
Total	209,821	209,821	209,821	209,821	0	0

The following table presents the aggregate values of the execution of the USAID/EXPRO related funds by USAID/USAID/EXPRO, CENTROMYPE and FOEX, as presented in the preceding tables.

TOTAL USAID/EXPRO RELATED FUNDS IN \$

Area	Total Awarded	Total Disbursed	Fast Track Awarded	Fast Track Disbursed	"Normal Mechanism" Awarded	"Normal Mechanism" Disbursed
Earthquake	792,322	529,751	268,020	256,568	524,304	273,181
Non-Earthquake	547,793	342,283	213,187	200,918	334,606	141,365
Total	1,340,115	872,034	481,207	457,486	858,910	414,546

As of September 30, 2005, 154 initiatives by MSME's have been awarded by the USAID/EXPRO-FOEX Fund (78 earthquake and 76 non-earthquake). These initiatives related to the USAID/EXPRO-FOEX fund have been executed by 92 different MSME's. Additionally, 200 initiatives by MSME's have been awarded by the USAID/EXPRO-CENTROMYPE Fund (114 earthquake and 86 non-earthquake). These initiatives related to the USAID/USAID/EXPRO-CENTROMYPE Fund have been executed by 135 different MSME's. Also 77 initiatives by MSME's have been awarded directly by USAID/EXPRO (43 earthquake and 34 non-earthquake). These initiatives executed directly by USAID/EXPRO have been executed by 70 different MSME's.

Through the USAID/EXPRO related funds (Fast-Track and normal mechanism vehicles) and other activities within the USAID/EXPRO portfolio, the project has been able to exceed the number of firms that are to receive assistance.

To demonstrate USAID/EXPRO's initiatives and deliverables in regards to new generated exports by individual MSMEs please see Annex 1 & 2. Annex 2 also presents companies who have received some form of technical assistance by either USAID/EXPRO staff or USAID/EXPRO technical consultants and are forecasted to receive funds from either FOEX or directly by USAID/EXPRO; later producing export results. The same annex lists each firm who has received assistance from USAID/EXPRO and if the firm has begun to export.

Please note, costs associated with earthquake and non-earthquake areas have at times been estimated.

MANAGEMENT INFORMATION

Project Startup

The USAID/EXPRO office is fully operational.

Staffing

Below lists the USAID/EXPRO long-term employee roster:

Long-Term Technical Experts

Phil Rourk – Chief of Party, Expat

Gerardo Tablas – Trade and Marketing Specialist, Local

Federico Aguilar – Business and Finance Specialist, Local

Vicente Rivas - Business and Finance Specialist, Local

Lisa Alley – Trade Specialist, Expat

Luis Alfaro – Grants Manager and Finance Specialist, Local

Oscar Ramirez – Grants Manager and Finance Specialist, Local

Long-Term Local Support Staff

Ana Ruth Cruz – Information Technology Specialist

Guillermina Barrios – Administrative Assistant

Ana Silvia Ayala – Accountant

Gilberto Garcia Vásquez – Driver

Jose Gómez Gonzales – Driver

Management Visits

There were no management visits in the July – September 2005 quarter.

Priorities for 2005

1. To be able to work with the trading companies and to also continue their process of development.
2. To consolidate the external marketing network, converting the network into an independent institution which is able to generate it's own resources
3. To be able to work with the design cluster and the commercial design teams
4. Establish an assistance scheme for improving export logistics of MSMEs.
5. Develop a scheme to be able to able obtain resources for financing MSME exports
6. Extend the program of visits to headquarters of important distributors/retailers in the United States and Europe and also continue a program which brings the distributors and retailers to visit El Salvador
7. Develop new distribution schemes for Salvadoran privately labeled products
8. Extend the European-Salvadoran collaboration program
9. Initiate the commercial representation program in fairs
10. Structure and implement the external trade portal for El Salvador

Progress on Alliance Formation

There are no new activities to report during this quarter.

LEVEL OF EFFORT

Although quarterly level-of-effort projections were not prepared as part of the USAID/EXPRO project budgeting process, it has been concluded that the expenditure of consulting resources are on target. This is due to the fact that USAID/EXPRO staff is fully operational and the majority of goals to be reached are on schedule. In addition, to monitor and track all Expat, CCN, and TCN levels of effort a consultant LOE matrix has been designed. This tracking system records all allocated and dissolved LOE, and is updated by USAID/EXPRO and submitted to USAID/EI Salvador on a regular basis.

LESSONS LEARNED AND RECOMMENDATIONS

USAID/EXPRO was able to consolidate and continue excellent working relations with most counterpart agencies and client groups during this quarter, and further strengthen its internal organization and systems. We believe the project's seventh full quarter with all technical assistance funds active was largely successful.

Date Initiated	Activity	Initiative Supported
Mar-04	Analysis of Sugarcane Candy Nutritional Properties	Assessment of export capacity
Mar-04	Support for Indigo Growers Association	Assessment of export capacity
Oct-03	U.S. & European based Marketing Advisor Network (8 advisors)	Business contracts and sales expanded
Apr-04	European Joint Venture and Co-Production Program	Business contracts and sales expanded
Sep-04	Business Relationships Established with Distribution Companies	Business contracts and sales expanded
Nov-04	Reverse Buyer/Distributor Missions to El Salvador	Business contracts and sales expanded
Jun-04	Training of Consultants for Joint Units of Export for Salvadoran SME's (14)	Business Development Services Increased
Dec-04	Training Coffee Cuppers (52)	Business Development Services Increased
Dec-04	Training of Bourbon Coffee Seal Inspectors (36)	Business Development Services Increased
Jan-05	Training of Salvadoran Designers in Innove Methodology (18)	Business Development Services Increased
Oct-03	FOEX and CENTROMYPE Grant Manuals	Design of operation and management plan
Oct-03	Identification and development of export oriented projects in the folloing industries: Guitars, Outdoor Party Lamps, Aircraft, Software, Medical Services, Organic Foods, Gourmet Foods, Health Products, Electrical, Design Services, Home Decoration and Lighting, Lloroco, Furniture, Shoes, Sea Food, Bourbon Coffee, Hats, Brooms, Stationary, Plumbing, Beauty Products	Development of Export Oriented Projects
Sep-05	New Products Developed (45)	Products Developed
Nov-03	Support for cooperation between Uruguayan and Salvadoran Software Exporters	Increasing MSME competitiveness
Dec-03	Organic Certification of 16 Agro Industry Companies	Increasing MSME competitiveness
Mar-04	Quality and Production Improvement for Salvadoran Guitar Makers	Increasing MSME competitiveness
Mar-04	Support for testing alternative preservation methods for loroco	Increasing MSME competitiveness
Apr-04	Joint Units of Export for Salvadoran SME's	Increasing MSME competitiveness
Apr-04	Packaging Re-Design for 16 Enterprises' Products	Increasing MSME competitiveness
May-04	Wal-Mart Conference on Competing in the US Latin Food Markets	Increasing MSME competitiveness
Aug-04	Japan, U.S., & Europe Organic Certification of 39 additional Agro Industry Companies	Increasing MSME competitiveness
Aug-04	Presentation and Reception dedicated to Design: A Key for Exporting	Increasing MSME competitiveness
Sep-04	HACCP Seminars (2)	Increasing MSME competitiveness
Oct-04	Packaging Re-Design for 10 Natural EXPO East Enterprises' Products	Increasing MSME competitiveness
Dec-04	Development of 100% Certified Bourbon Coffee Trademark	Increasing MSME competitiveness
Nov-05	Implementatation of Innove Design Team Methodolgy	Increasing MSME competitiveness
Jun-05	Medical and Dental Services to Foreign Commuinty Training and Promotional Activity	Increasing MSME competitiveness
Jun-05	Commercial Design Roundtable	Increasing MSME competitiveness
Sep-05	Food Innovation Competition	Increasing MSME competitiveness
Oct-03	Electrical and Civil Engineer Cluster	Increasing MSME competitiveness & Private sector association support
Oct-03	Software Development Cluster	Increasing MSME competitiveness & Private sector association support
Dec-03	Strengthening Salvadoran Design Capabilities & Cluster Formation (ADIES)	Increasing MSME competitiveness & Private sector association support
Feb-04	Increasing the Capacity of the Specialty Coffee Association of El Salvador	Increasing MSME competitiveness & Private sector association support
Oct-05	Creation of Trading Companies (Natural Union Brand, S.A. de C.V., DECOEXPORTA, S.A. de C.V., Corporación Internacional de Software, S.A. de C.V., MAKI, S.A. DE C.V.)	Increasing MSME competitiveness & Private sector association support
Feb-04	Launch of www.expro.org	Information Dissemination

Date Initiated	Activity	Initiative Supported
Feb-04	Development of Marketing and Public Relations Strategic Plan	Information Dissemination
Jun-04	EXPRO Monthly Newsletters (12)	Information Dissemination
Nov-03	Promotion Support for CENTROMYPE Export Promotion Fund	Institutional capacity building
Dec-03	Launch of FOEX and CENTROMYPE co-financing funds & Expedited "Fast-Track" mechanism	Institutional capacity building
Dec-03	Re-Design of FOEX website	Institutional capacity building
Dec-03	Assistance for Trade Point Catalog	Institutional capacity building
Dec-03	Completion of FOEX and CENTROMYPE grant manuals	Institutional capacity building
Jan-04	Trade Training of GOES Officials (219)	Institutional capacity building
Feb-04	Sponsored Trade Fair Participation of 5 EXPORTA Staff Members	Institutional capacity building
Feb-04	Sponsored Trade Fair Participation of 4 CENTROMYPE Staff Members	Institutional capacity building
Aug-04	Sponsored Participation of 2 EXPORTA executives at Las Vegas MAGICKIDS tradeshow	Institutional capacity building
Sep-04	Sponsored 1 Executive of EXPORTA in Executive Forum on Public-Private Partnerships	Institutional capacity building
Sep-04	Support to EXPORTA: Development of Salvadoran Commercial Officers Trade Training Seminar (15)	Institutional capacity building
Sep-04	Support to MINEC: Participation in Global Competitiveness Seminar (1)	Institutional capacity building
Dec-04	Support to EXPORTA for the Primer Encuentro Exportador training	Institutional capacity building
Feb-04	Increasing the Capacity of Camara de Comercio	Private sector association support
Feb-04	Increasing the Capacity of COEXPORT	Private sector association support
Feb-04	Increasing the Capacity of ASI	Private sector association support
Feb-04	Increasing the Capacity of CENDEPESCA	Private sector association support
Feb-04	Increasing the Capacity of FUNDAPYME	Private sector association support
Feb-04	Increasing the Capacity of CAMAGRO	Private sector association support
Feb-04	Increasing the Capacity of FUSADES	Private sector association support
Sep-04	Action Plan to Increase Salvadoran/Los Angeles Chamber of Commerce Membership	Private sector association support
Oct-03	Export Promotion Best Practices Comparative Analysis	Research Analysis
Aug-03	Design Continuum	Strategic Business Alliance
Sep-03	Zomorano	Strategic Business Alliance
Nov-03	INCAE	Strategic Business Alliance
Dec-03	UNIDO	Strategic Business Alliance
Feb-04	IPEX	Strategic Business Alliance
Mar-04	AIDCA	Strategic Business Alliance
Jun-04	Salvadoran American Business Association	Strategic Business Alliance
Jun-05	IICA	Strategic Business Alliance
Jun-05	ADI - Association of Italian Designers	Strategic Business Alliance
Jun-05	Irish Software Association	Strategic Business Alliance
Jun-05	Microsoft Corporation	Strategic Business Alliance
Jun-05	AGEXPRONT (Guatemala)	Strategic Business Alliance
Jun-05	Salvadoran Chamber of Commerce in San Francisco	Strategic Business Alliance

Date Initiated	Activity	Initiative Supported
Jun-05	Industrial Designers Society of America (IDSA) Washington, DC	Strategic Business Alliance
Sep-05	ANIEME-Spanish Association of the Furniture Industry,	Strategic Business Alliance
Sep-05	FEDA-Confederation of Businessmen of Almansa, Spain,	Strategic Business Alliance
Sep-05	Industrial and Commercial Chamber of Castilla y Leon, Spain	Strategic Business Alliance
Sep-05	Consorzio Vigevano Export-Vigerano Trading Company, Italy	Strategic Business Alliance
Sep-05	Assindustria Monza e Brianza-Industrial Association of Monza and Brianza, Italy	Strategic Business Alliance
Sep-05	Unione degli Industriali della Provincia di Pavia-Industrial Union of Pavia, Italy	Strategic Business Alliance
Sep-05	Pavia Export-trading company of pavia, Italy,	Strategic Business Alliance
Sep-05	Unione Industriali di Como-Industrial union of Como, Italy.	Strategic Business Alliance
Dec-03	Labor Standards-WRAP Certification Program for El Salvador	Study
Dec-03	Fruit Juice and Concentrate Study (5)	Study
Dec-03	Furniture Market Study (3)	Study
Jan-04	Support Strategies for the Specialty Coffee Sector	Study
Feb-04	Technical Feasibility of Trout Farming in Chalatenango	Study
Apr-04	Design Center Feasibility Study	Study
Sep-04	Supply and Demand of Medical and Dental Services Provided in El Salvador to the Foreign Community (2)	Study
Sep-04	Business Opportunities in Central American Markets (16)	Study
Sep-04	Entry into European Market at Distribution Level Methodology	Study
Jun-05	US/Salvadoran Coffee Study	Study
Jun-05	Electrical Engineering Opportunities Study	Study
Jun-05	European Software Market Study	Study
Jun-05	Speciality Coffee Market Study by former Dunkin Donuts Marketing Executive	Study
Jun-05	European Organic Market Study	Study
Jun-05	Validation of FMI Platform Study	Study
Jun-05	Panama EXPOCOMER Market Study	Study
Jun-05	Dominican Republic and Puerto Rico Market Opportunities	Study
Jun-05	Chilean Market Opportunities	Study
Jun-05	Guatemala AGRITRADE Market Analysis	Study
Jun-05	Ireland Software Market Study	Study
Jun-05	Caribbean Market Opportunities	Study
Jun-05	Market Analysis for Trading Companies (4)	Study
Jun-05	ASI Indirect Markets Study	Study
Jun-05	AFIS Market Studies (TBD)	Study
Jun-05	FOEX Market Studies (TBD)	Study
Feb-03	Seminar on Trade Show Selling Techniques for the European Organic Product Market	Training
Oct-03	Implementation of IICA Export Platform to FMI Trade Show	Training
Oct-03	Sponsorship of 26 Students to ISEADE	Training

Date Initiated	Activity	Initiative Supported
Dec-03	Seminar for Exporters on Alternative Financing Mechanisms	Training
Dec-03	Expo Comida Latina SME Debriefing and Trade Fair Training	Training
Jan-04	Design of Training Program and Course Curriculum for 1000 Micro and Small Enterprises	Training
Mar-04	Training class on natural dye techniques of gourds	Training
Mar-04	Seminar on trade show selling techniques for Specialty Coffee Growers	Training
May-04	Implementation of Micro and Small Enterprise Training Program (1000)	Training
May-04	Implementation of seminar for CENTROMYPE on USAID policies and procedures	Training
Aug-04	Organization of Design as a Competitiveness Tool Workshop for over 60 Salvadoran Designers	Training
Sep-04	Implementation of Trade Fair Preparation Methodology for 15 Firms Attending Natural EXPO East	Training
Sep-04	Sponsorship of International Congress for Indigo and Other Natural Colorants (EXTRAIE)	Training
Apr-05	Training on Determination of Export Prices (90 Private Enterprises) (45 Public/Private Officials)	Training
Apr-05	Value-Added Chain Training for MINEC Inteligencia Competitiva (25 Public/Private Officials)	Training
Sep-04	Sponsorship of 2 University Student Internships at FOEX	Training

**Note this chart does not include trade fairs or commercial missions which are reported in Annex 2*

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
1	Biocientifica	Apr-04	Manufacture	1			x					0	6,936	0	0
2	Drogueria Hermel	Mar-04	Cosmetics & Pharmaceutica	1,433, 35, 63,65		x	x	x				40,854	0	381,453	0
3	Productos Alimenticios Parma	Apr-04	Food Products	1			x					6,936	0	0	0
4	PROESAL	Apr-04	Food Products	1,33,4,49		x	x					35,475	0	61,002	0
5	Klean Chemical	Feb-04	Manufacture	1			x					6,936	0	0	0
6	Pansal	Mar-04	Food Products	1, 27,4, 69	x		x	x				12,241	0	55,440	0
7	Don Alvaro	Mar-04	Agricultural Products	1			x					6,936	0	376,801	0
8	Promotora Multiple	Mar-04	Food Products	1			x					6,936	0	0	0
9	COEXA	Feb-04	Food Products	1			x					6,936	0	29,000	0
10	Cuellar	Dec-03	Food Products	21,26, 41		x		x				5,081	0	1,149	0
11	CODIPA	Apr-04	Manufacture	26,27			x	x				0	4,250	0	92,140
12	Panificadora La Merced	Apr-04	Food Products	21		x						0	6,784	0	3,000
13	Industrias UMABER	Mar-04	Manufacture	21, 50, 8		x	x					0	19,746	0	0
14	Velasquez Soto	Feb-05	Manufacture	63			x					0	1,504	0	15,330
15	Ricarfelli	Apr-04	Manufacture	8,6,21,73	x	x	x					0	16,552	0	0
16	Asociacion de Añileros Oriente	Apr-04	Agricultural Products	5		x						1,104	0	0	44,970
17	Calzado Tagat	Feb-04	Manufacture	21, 40, 8		x	x					0	11,209	0	4,284
18	Grupo Gerencial Prime	Apr-04	Service	21		x						5,594	0	19,019	0
19	Industrias wendy	Mar-04	Manufacture	21, 8, 63		x	x					0	18,022	0	38,579
20	Mobiliaria Tubular	Apr-04	Manufacture	21		x						0	3,744	0	0
21	Espacios Digitales	Mar-04	Service	21		x						5,104	0	1,900	0

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
22	PROEXAL	May-04	Food Products	27			x					1,750	0	0	0
23	Laboratorios ESEBE	May-04	Cosmetics & Pharmaceuticals	28			x					1,872	0	1,425	0
24	Quindeca	May-04	Manufacture	21,31		x	x					3,340	0	13,071	0
25	Cuatro M. S.A. de C.V.	May-04	Specialty Coffee	29, 35			x					0	9,632	0	0
26	CASAL S.A. de C.V.	May-04	Specialty Coffee	29., 35			x					0	9,632	0	11,025
27	Cooperativas Las Cruces	Jan-04	Specialty Coffee	23				x				0	1,817	0	17,764
28	Exportadora el Volcan	Jan-04	Specialty Coffee	23,24		x	x	x				10,185	0	0	0
29	Seters Ingenieros	Jan-04	Service	25			x					2,085	0	4,000	0
30	Mayprod S.A. de C.V.	Feb-04	Manufacture	25, 51			x					0	4,085	0	15,880
31	Agropecuaria La Laguna	Apr-04	Agricultural Products	1			x					0	1,347	0	0
32	Industrial de Alimentos y Postres	Apr-04	Food Products	1,35, 37, 33, 49		x	x					35,706	0	189,874	0
33	Representaciones Diversas	Apr-04	Food Products	1			x					1,347	0	0	0
34	Panaderia SINAI	Apr-04	Food Products	1,64		x	x					0	5,423	0	32,920
35	Cherry S.A. de C.V.	Apr-04	Manufacture	1			x					5,311	0	10,953	0
36	Virtual Graphix	May-04	Service	33, 36, 49		x	x	x				7,632	0	0	0
37	Santa Eduvigis	Oct-03	Food Products	33		x		x				0	24,813	0	266,406
38	G. Premper	May-04	Service	14, 36, 38, 52, 53		x	x	x				0	12,495	0	30,370
39	Tecoloco.Com	May-04	Service	33		x		x				20,098	0	49,500	0
40	Exporsal	Jun-04	Manufacture	33		x		x				24,993	0	260,000	0
41	Inversiones Carrousel	May-04	Manufacture	68, 70		x	x	x				0	9,280	0	120,000
42	Web-Informatica S.A. de C.V.	Jun-04	Service	8, 33		x		x				12,667	0	0	3,101

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
43	Gina Palmera	Jun-04	Manufacture	30	x		x					802	0	0	0
44	Industrias Bengala	Jun-04	Manufacture	33		x		x				6,138	0	0	6,475
45	G. y G. Factible	Nov-03	Food Products	1,4			x					0	8,023	0	0
46	Corporacion Primavera (Pasteleria Lorena)	Nov-03	Food Products	4, 9, 37			x					0	7,087	0	37,071
47	Pasteleria Fortuna de Pan	Nov-03	Food Products	4			x					1,087	0	0	0
48	Pan Miga	Nov-03	Food Products	4			x					1,087	0	0	0
49	Biscuit Factory	Nov-03	Food Products	4			x					1,087	0	0	0
50	Exportadora Canales Rodriguez	Nov-03	Food Products	4			x					1,087	0	150,000	0
51	Ferelis S.A. de C.V.	Nov-03	Food Products	4, 21, 33, 61, 64, 83		x	x					32,331	0	36,686	0
52	Tropix S.A. de C.V.	Nov-03	Food Products	4, 35			x					7,887	0	86,700	0
53	Zelosa S.A. de C.V.	Nov-03	Agricultural Products	4			x					1,087	0	0	0
54	Asci S.A. de C.V.	Nov-03	Food Products	4			x					0	1,087	0	0
55	Samaritana S.A. de C.V.	Nov-03	Food Products	4, 27, 70			x					0	17,254	0	205,747
56	Alimentos Cuscatlan	Nov-03	Food Products	4			x					0	1,087	0	288,068
57	Toty's Gourmet	Nov-03	Food Products	4, 21		x	x					6,191	0	0	0
58	Lacteos Metapan	Nov-03	Food Products	4, 33		x	x					0	19,190	0	48,200
59	Tipicos Margoth	Nov-03	Service	4		x	x					1,087	0	0	0
60	Cakes Carrousel	Nov-03	Food Products	4			x					0	1,087	0	0
61	Casa Bazzini	Nov-03	Food Products	1, 2, 4, 27, 33, 65		x	x					32,420	0	652,177	0
62	Garmol	Nov-03	Food Products	4, 10			x			x		1,567	0	45,792	0
63	La Fuente	Nov-03	Food Products	4			x					1,087	0	0	0

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64	La Negrita	Nov-03	Food Products	4			x					1,087	0	30,000	0
65	Atlacatl Foods	Nov-03	Agricultural Products	1,4			x					8,023	0	816,298	0
66	Pasteles de El Salvador	Nov-03	Food Products	4, 41, 35			x	x				9,605	0	469,528	0
67	B y M Importaciones	Nov-03	Food Products	4			x					1,087	0	0	0
68	Multipros	Oct-03	Specialty Coffee	5,10,11, 21,37, 70		x	x	x		x		21,024	0	31,384	0
69	Aprainores	Oct-03	Other Organic	1,5,3,27,33, 50, 62		x	x	x	x			19,303	0	260,000	0
70	Cooperativa La Union	Oct-03	Specialty Coffee	3,5, 8,49, 62		x	x		x			9,589	0	7,663	0
71	Tepeyac	Oct-03	Specialty Coffee	5,11, 21		x	x		x			5,854	0	0	21,965
72	El Olvido	Oct-03	Specialty Coffee	5,11		x	x		x			4,400	0	48,274	0
73	SUCHIL	Oct-03	Other Organic	3,5,8,11,49, 50,62		x	x		x			0	23,330	0	47,998
74	Casa Frida	Oct-03	Other Organic	5		x						0	614	0	0
75	Fundación ABA (San Jorge)	Oct-03	Specialty Coffee	5		x						0	614	0	0
76	Zenzontle	Oct-03	Other Organic	5,11		x	x					4,400	0	310,000	0
77	UPREX	Oct-03	Specialty Coffee	5,50		x	x		x			5,614	0	0	0
78	Ortisaes	Oct-03	Specialty Coffee	5		x			x			614	0	0	0
79	Pahnas	Oct-03	Food Products	10					x	x		480	0	469,200	0
80	INTEMAQ	Oct-03	Manufacture	10						x		480	0	0	0
81	Kalish World	Oct-03	Manufacture	10						x		480	0	0	0
82	Recitex S.A. de C.V.	Oct-03	Manufacture	10		x				x		2,505	0	253,690	0
83	TOROGOZ S.A. de C.V.	Oct-03	Manufacture	10, 63,66		x	x			x		29,150	0	0	23,848
84	Pharma Lab.	Oct-03	Cosmetics & Pharmaceutica	10						x		480	0	0	0

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85	Tejemet S.A. de C.V.	Oct-03	Manufacture	10	x					x		1,285	0	0	0
86	DIMELCA S.A. de C.V.	Oct-03	Manufacture	10						x		0	480	0	0
87	Maderas y Metales S.A. de C.V.	Oct-03	Manufacture	2,10,33, 49, 54, 63,66	x	x	x			x		0	35,984	0	240,698
88	RIDI S.A. de C.V.	Oct-03	Manufacture	10						x		480	0	0	0
89	Latin Kraft Artesanias	Oct-03	Manufacture	8, 10, 21						x		7,302	0	47,650	0
90	FUDEFA	Oct-03	Service	10						x		480	0	0	0
91	La Canasta	Oct-03	Food Products	4,9,10, 76				x		x		6,067	0	53,814	0
92	Laboratorios Farmaceuticos ENMILEM	Oct-03	Cosmetics & Pharmaceutica I	10, 21	x					x		1,584	0	0	0
93	DICAME	Oct-03	Manufacture	10,21, 8, 40	x	x	x			x		0	16,333	0	164,735
94	Borboletas	Oct-03	Manufacture	9				x				167	0	0	0
95	Creaciones Infantiles	Oct-03	Manufacture	9				x				167	0	5,000	0
96	Industrias Americanas	Oct-03	Manufacture	9				x				0	167	0	0
97	Network Travel, S.A. de C.V.	Oct-03	Service	9				x				167	0	0	0
98	Fapmosa	Oct-03	Manufacture	9				x				0	167	0	0
99	Salva Mex Designs	Oct-03	Manufacture	9				x				167	0	4,840	0
100	Proinca S.A.	Oct-03	Food Products	8,9, 50	x			x				0	15,282	0	0
101	Ortiza S.A. de C.V.	Oct-03	Specialty Coffee	4,9, 50				x				0	5,824	0	0
102	Lovaina S.A. de C.V.	Oct-03	Manufacture	9				x				0	167	0	0
103	Racor	Oct-03	Food Products	1,9			x	x				0	1,514	0	1,182,651
104	Editorial Lis	Oct-03	Manufacture	9				x				167	0	16,000	0
105	Cia. Industrial Alimentaria	Oct-03	Food Products	9				x				0	167	0	800

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106	Arte Focal	Oct-03	Manufacture	9			x				0	167	0	5,637
107	Multicolor Diseño Grafico	Jan-04	Manufacture	12			x				245	0	0	0
108	RED ART	Jan-04	Manufacture	13,14, 42, 66			x	x			12,000	0	88,497	0
109	APECAFE	Jan-04	Specialty Coffee	11, 50, 62			x				9,518	0	42,525	0
110	Origenes	Jan-04	Other Organic	3,11,46, 50			x		x		0	18,903	0	3,130
111	Dismatel	Feb-04	Manufacture	2			x				1,150	0	0	0
112	Healthco	Jan-04	Food Products	1,2,15,26, 50, 63, 64		x	x	x			26,345	0	34,328	0
113	Laboratorios Combisa	Feb-04	Cosmetics & Pharmaceutica I	2, 41			x	x			0	2,819	0	48,000
114	Tecnologia del Ambiente	Jan-04	Service	2			x				1,150	0	35,000	0
115	Artesanias el Bambu	Feb-04	Manufacture	6,21		x					0	5,960	0	10,323
116	Indisa	Mar-04	Manufacture	1,17	x		x				7,831	0	100,000	0
117	Panaderia Celsita	Jan-04	Food Products	21		x					1,104	0	0	0
118	Panaderia Chavez	Jan-04	Food Products	21		x					1,104	0	3	0
119	Industrias Cheguen	Feb-04	Manufacture	6,21, 40, 73	x	x	x				0	3,276	0	8,866
120	Artesanias Moje	Feb-04	Manufacture	21,41, 43		x	x	x			0	9,415	0	7,011
121	El Comienzo	Mar-04	Specialty Coffee	3,21,24,35, 55, 56		x	x				16,745	0	0	0
122	Arquitectura Tranzo	Feb-04	Manufacture	21,26,41		x	x				9,373	0	0	0
123	Biotechnologia de El Salvador	Feb-04	Food Products	3,21,41,57, 63		x	x	x			13,051	0	26,872	0
124	Industrias Laford	Feb-04	Manufacture	3,33,31,41, 49, 63		x	x	x			0	21,834	0	37,053
125	SCAES	Mar-04	Agricultural Products	3			x				1,000	0	985,728	0
126	Frutos del Sol	Feb-04	Food Products	1,3, 8,49		x	x				16,983	0	1,100	0

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127	ISMARSA	Mar-04	Agricultural Products	6,16	x		x					900	0	312,808	0
128	PROTECNO	Feb-04	Manufacture	2,3,6,26,33,58,63	x	x	x	x				29,458	0	1,686,444	0
129	FORMOSA	Mar-04	Agricultural Products	6,16	x		x					900	0	79,293	0
130	PINSAL	Feb-04	Manufacture	2,26,31			x	x				0	11,660	0	459,026
131	Palacio	Feb-04	Food Products	33,2,20,1,55,49,69,74	x		x	x	x			0	26,978	0	92,254
132	VAPE	Feb-04	Agricultural Products	15			x					2,979	0	204,060	0
133	Ideas Promocionales	Feb-04	Agricultural Products	20			x					1,308	0	0	0
134	COMEL	Feb-04	Food Products	4,20,32,34		x	x	x				0	9,007	0	905,398
135	Everest S.A.	Apr-04	Specialty Coffee	6,23,24,29	x		x	x				0	6,654	0	9,000
136	Cofinanzas S.A. de C.V.	Apr-04	Specialty Coffee	6,24,29,55,62	x	x	x					11,987	0	1,991,773	0
137	Francisco S.A.	Apr-04	Specialty Coffee	6,24,56	x	x	x					0	6,155	0	135,159
138	Proexcafe	Apr-04	Specialty Coffee	6,24	x		x					0	2,005	0	107,659
139	Café Himalaya	Apr-04	Specialty Coffee	6,23,24,29	x		x	x				6,654	0	40,037	0
140	Urrutias State Coffee	Apr-04	Specialty Coffee	6,23,35,56	x			x				11,617	0	267,299	0
141	Laussane	Apr-04	Specialty Coffee	6,24,29,56,56	x	x	x					11,412	0	207,200	0
142	COEXCA	Apr-04	Specialty Coffee	5,6,23,24	x		x	x				5,303	0	56,250	0
143	ESMAR	Apr-04	Specialty Coffee	6,23,24	x		x	x				0	3,822	0	8,100
144	Moldymet	Apr-04	Manufacture	25,51			x					3,750	0	0	0
145	Promein	Mar-04	Manufacture	25			x					0	1,750	0	3,500
146	Industria Mecanicas RAF	Apr-04	Manufacture	25,41			x					0	3,750	0	0
147	Cerro De flores	Mar-04	Agricultural Products	19,59			x					4,212	0	47,714	0

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148	CAPOSA	Mar-04	Agricultural Products	19, 59			x					7,712	0	190,010	0
149	INVERPLAN	Mar-04	Agricultural Products	19, 59			x					4,212	0	0	0
150	GCM	Mar-04	Service	6, 18, 33				x				0	15,492	0	343,339
151	ALIESCO	Dec-03	Food Products	6, 33	x	x						21,875	0	9,000	0
152	PROLACSA	Nov-03	Food Products	6, 33	x	x						24,970	0	0	0
153	Don Ramon	Dec-03	Food Products	6	x	x						0	0	0	0
154	Cadesal	Dec-03	Food Products	6	x							0	0	56,349	0
155	Sabores Instantaneos Salvadoreños	Dec-03	Food Products	6	x							0	0	0	75,000
156	Granja Jovels	Dec-03	Agricultural Products	4, 6, 8	x							0	2,506	0	47,500
157	Apiarios San Luis	Dec-03	Agricultural Products	6, 8	x							0	0	0	11,649
158	Apiarios Fernandos	Dec-03	Agricultural Products	6, 8	x							0	0	0	20,823
159	Apiarios Menjivar	Dec-03	Agricultural Products	6, 8	x							0	0	0	16,185
160	Apiarios Pedro Arnoldo Gonzales	Dec-03	Agricultural Products	6, 8	x							0	0	0	10,500
161	Apiarios Montoya	Dec-03	Agricultural Products	6, 8	x							0	0	0	33,830
162	Farmaceútica RODIM	Dec-03	Cosmetics & Pharmaceutica	6	x	x						0	0	0	0
163	Inversiones Hospitalarias	Nov-04	Service	6, 33	x	x		x	x			16,951	0	68,473	0
164	Crio Inversiones	Nov-03	Food Products	1, 4, 6	x		x					0	7,817	0	451,941
165	Artesanos del Rey	Dec-03	Manufacture	6, 8, 21, 26	x		x					15,389	0	15,500	0
166	AGROTEC	Dec-03	Agricultural Products	6	x	x						0	0	241,945	0
167	FACOPADES	Nov-03	Food Products	6	x							0	0	0	0
168	Molina Hermanos	Dec-03	Manufacture	6	x	x						0	0	0	0

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169	Kreef	Dec-03	Food Products	6	x	x						0	0	0	0
170	LOROCOSAL	Oct-03	Agricultural Products	4,6,8	x							0	7,000	0	15,000
171	INFOSGROUP	Oct-03	Service	6, 52	x				x			0	3,000	0	107,272
172	NETSTUDIO	Oct-03	Service	6	x				x			n/a	n/a	0	8,000
173	SOFTTRADING	Oct-03	Service	6	x				x			n/a	n/a	0	0
174	Carozzi	Oct-03	Manufacture	6, 8, 78	x			x				0	8,973	0	1,500
175	Manuel Gonzales	Oct-03	Service	8	x	x			x			0	1,258	0	0
176	Herrera Industrias	Oct-03	Service	8	x	x			x			0	1,258	0	16,893
177	Ernesto Fiallos	Oct-03	Service	8	x	x			x			0	1,258	0	0
178	Águeda Rivera	Oct-03	Service	8	x	x			x			0	1,258	0	0
179	Patricia Mayorga	Oct-03	Service	8	x	x			x			0	1,258	0	0
180	Ma Luisa Angulo	Oct-03	Service	8	x	x			x			0	1,258	0	0
181	Guillermo Bonilla	May-04	Service	8	x	x						0	1,258	0	0
182	Claudia Colindres	Oct-03	Service	8	x	x			x			0	1,258	0	0
183	Francisco Molina	Oct-03	Service	8	x	x			x			0	1,258	0	0
184	Lourdes Mena	Oct-03	Service	8	x	x			x			0	1,258	0	0
185	ASD Publicidad Grafica	Oct-03	Service	63,8	x	x	x		x			0	4,911	0	0
186	Gabriela Larios	Oct-03	Service	8	x	x			x			0	1,258	0	0
187	CANADES	Dec-03	Food Products	6,33, 37	x	x		x				3,000	0	0	0
188	Industrias Caricia	May-04	Manufacture	6,7	x	x						0	0	0	50,000
189	Bexcafe	May-04	Specialty Coffee	6,55,56,80	x		x					0	7,135	0	0

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190	GEMUSE S.A. de C.V.	Dec-03	Agricultural Products	6	x	x						0	0	9,200	0
191	Consulteco	Jun-04	Service	45				x				1,303	0	11,500	0
192	Borex	Jul-04	Manufacture	46			x					2,950	0	0	0
193	Iluminacion Tecnica	Jul-04	Manufacture	44			x					0	2,999	0	12,000
194	Chemi Marketing	Jun-04	Manufacture	42			x					0	3,000	0	44,083
195	El Madero de Jesus	Jun-04	Manufacture	42, 8			x					0	9,822	0	46,200
196	Asociacion manos Amigas	Jun-04	Manufacture	8,21, 42		x	x					3,840	0	1,126	0
197	Comercialza	Jun-04	Manufacture	40			x					0	1,400	0	743
198	Industrias Fenix	Jun-04	Manufacture	8, 40			x					0	10,105	0	484
199	Orbita	Jun-04	Manufacture	21,42			x					0	5,362	0	13,705
200	Lemag	Jul-04	Manufacture	47, 46			x					0	5,864	0	18,000
201	Industrias Argueta	Jul-04	Manufacture	46			x					0	2,950	0	16,474
202	Almacen Victoria	Jul-04	Manufacture	46			x					0	2,950	0	0
203	Jacabi	Jul-04	Manufacture	46, 63,67			x					0	7,454	0	7,792
204	Acogripi	Jul-04	Manufacture	42			x					0	3,000	0	5,000
205	Industrias Merida	Aug-04	Manufacture	48		x	x					0	5,015	0	0
206	Mario Castro Tablas	Aug-04	Manufacture	48			x					0	2,990	0	0
207	Lucia Hernandez Cardosa	Aug-04	Manufacture	48			x					2,990	0	950	0
208	Taller San Antonio	Aug-04	Manufacture	48			x					0	2,990	0	25,000
209	Industrias Loren	Aug-04	Manufacture	48		x	x					5,015	0	0	0
210	La Casa de La Vela	Aug-04	Manufacture	48			x					2,990	0	0	0

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211	Ceramica Huellas	Aug-04	Manufacture	48			x					2,990	0	0	0
212	Drogueria Pro-Medici	Aug-04	Cosmetics & Pharmaceuticals	48			x					0	2,990	0	0
213	Creaciones Alejandrina	Aug-04	Manufacture	48			x					2,990	0	79,000	0
214	Creaciones Matices	Aug-04	Manufacture	48				x				0	2,990	0	0
215	Maya Gift Artesanias	Sep-04	Manufacture	37				x				3,000	0	0	0
216	Fuentes de Bordados	Sep-04	Manufacture	37				x				0	3,000	0	0
217	Monrey	Sep-04	Manufacture	37			x	x				3,000	0	0	0
218	Casa Miriam	Sep-04	Manufacture	37				x				0	3,000	0	1,500
219	Dulceria Magdalena	Jul-04	Food Products	35			x					0	6,800	0	0
220	Super Marino	Jul-04	Food Products	4,6,16,33,35, 64, 84			x					38,593	0	43,889	0
221	Café Don Justo	Jul-04	Specialty Coffee	35			x					6,800	0	13,751	0
222	Asociacion Coop. Sarahem	Jun-04	Food Products	35, 65			x					8,425	0	443	0
223	Turismo S.A. de C.V.	Jun-04	Service	21		x						3,504	0	0	0
224	Hidraulica y Electricidad	Jun-04	Service	41				x				1,669	0	9,920	0
225	Pali Diseño	Jun-04	Manufacture	8,21,41, 44, 49				x				17,546	0	30,584	0
226	Texsal	Jun-04	Manufacture	41				x				1,669	0	0	0
227	Multiprint	Jun-04	Service	41				x				1,669	0	0	20,947
228	EMSAL	Jun-04	Service	41				x				1,669	0	0	0
229	Coindustria Gigante	Jun-04	Food Products	41, 49, 63, 71			x	x				6,718	0	75,000	0
230	Grabatodo	Jun-04	Manufacture	21		x						0	5,880	0	0
231	Reamerica	Jun-04	Food Products	35, 70			x					14,366	0	0	0

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232	Teneria El Bufalo	Jun-04	Manufacture	33, 39, 40		x	x	x				0	11,659	0	84,788
233	Palchar	Jul-04	Service	33		x						22,715	0	0	0
234	Metalurgica Sarti	Jun-04	Manufacture	41		x		x				0	4,485	0	361,544
235	Arte Maya Pipil	Jun-04	Manufacture	33		x						9,250	0	22,311	0
236	Eco Eco	Jul-04	Manufacture	8, 42, 66			x					18,415	0	38,278	0
237	Autoproducts	Dec-03	Manufacture	6	x							n/a	n/a	0	0
238	Borballon	Oct-04	Specialty Coffee	56			x					0	3,000	0	203,375
239	Nedecaza	Sep-05	Specialty Coffee	5, 50, 56		x	x					9,800	0	0	0
240	Alex Salaverria	Oct-04	Specialty Coffee	56			x					3,000	0	29,403	0
241	Arbel Imports	Jul-04	Agricultural Products	21, 59		x	x					4,466	0	0	0
242	Vivero Xochicalli	Aug-04	Agricultural Products	59			x					3,362	0	26,068	0
243	Cafecoyo	Aug-04	Agricultural Products	59			x					3,362	0	156,372	0
244	Bismarkia	Aug-04	Agricultural Products	33, 59		x	x					13,134	0	0	0
245	Vivero Casa Verde	Aug-04	Agricultural Products	59			x					3,362	0	0	0
246	Vivero Santa maria	Aug-04	Agricultural Products	59			x					3,362	0	0	0
247	Vivero Montecristo	Sep-04	Agricultural Products	59			x					3,362	0	0	0
248	Ornamentales	Sep-04	Agricultural Products	59			x					3,362	0	0	0
249	Agroindustrias Moreno	Aug-04	Agricultural Products	8, 21, 50		x	x					20,747	0	97,000	0
250	Pichinte	Sep-04	Manufacture	50			x					5,000	0	104,080	0
251	Distribuidora Soluciones	Sep-04	Manufacture	50, 64		x	x					0	9,076	0	0
252	Azulinas	Oct-04	Other Organic	50			x					0	5,000	0	848

FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
253	Botanikal	Sep-04	Other Organic	8,49,50	x	x					0	14,047	0	0
254	Soluciones	Sep-04	Service	8,60	x	x					11,613	0	450	0
255	Fucrisan	Sep-04	Other Organic	8,21,49	x	x					0	9,047	0	0
256	Impeza	Oct-04	Service	52			x				0	3,000	0	0
257	Boa Computer	Sep-04	Service	8,52,77	x		x				0	13,587	0	27,237
258	Cital web solutions	Nov-04	Service	52	x		x				5,025	0	37,316	0
259	Dilisa	Aug-04	Manufacture	21	x						6,245	0	23,539	0
260	Retze	Aug-04	Manufacture	21	x						0	960	0	0
261	Diseños y confecciones Tommy	Aug-04	Manufacture	21	x						1,104	1,104	0	0
262	Servicomulti	Aug-04	Service	21	x						3,800	0	0	0
263	J. Raul Rivera	Aug-04	Manufacture	21	x						1,104	0	413,670	0
264	Syscom	Aug-04	Service	21	x						840	0	0	0
265	Tornolara	Sep-04	Manufacture	21	x						0	1,104	0	0
266	Productos Lacteos de Santa Ana	Jul-04	Food Products	21	x						0	1,104	0	0
267	Inversiones Serpas Caceres	Oct-04	Specialty Coffee	21	x						3,240	0	0	0
268	Exposervicios	Sep-04	Service	21,64	x						0	5,025	0	28,431
269	Gevifar	Sep-04	Cosmetics & Pharmaceutica I	21	x						0	5,120	0	0
270	Undesa	Jun-04	Manufacture	21	x						1,104	0	0	0
271	Industrias Jorven	Apr-04	Manufacture	21	x						1,104	0	0	0
272	Amali	Jul-04	Manufacture	21	x						5,072	0	0	0
273	Aseinfo	Sep-04	Service	33	x						24,860	0	35,890	0

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
274	No-AI . S.A.	Aug-04	Food Products	4,70			x					0	10,072	0	49,520
275	Inversiones Merlet	Oct-04	Manufacture	49			x					434	0	0	0
276	Equal Latin American	Oct-04	Food Products	49			x					434	0	2,600	0
277	Multiplast	Oct-04	Manufacture	49			x					434	0	12,197	0
278	Distribuidora Cuscatlan	Oct-04	Food Products	49			x					434	0	619,900	0
279	Matco	Oct-04	Manufacture	49			x					434	0	240,271	0
280	Ainsa	Oct-04	Manufacture	49			x					0	434	0	25,000
281	Jainsa	Nov-04	Food Products	33, 64		x						0	10,910	0	2,972
282	Muebles e Inmuebles	Nov-04	Food Products	4,6,33, 85		x	x					0	30,589	0	0
283	Acoproarte	Dec-04	Manufacture	8		x						0	6,822	0	22,800
284	El Zarzo	Dec-04	Manufacture	8		x						6,822	0	13,000	0
285	Palma City	Dec-04	Manufacture	8		x						9,574	0	4,243	0
286	Acooprac	Dec-04	Manufacture	8		x						0	6,822	0	6,490
287	Alejandro's Ceramica	Dec-04	Manufacture	8		x						0	6,822	0	5,000
288	Promotora Cinco	Aug-04	Food Products	4			x					0	798	0	0
289	Uniconsa	Aug-04	Food Products	4			x					0	574	0	0
290	Industrias Ready	Nov-04	Manufacture	51				x				0	2,000	0	12,728
291	Taller de Servicios Diversificados	Nov-04	Manufacture	51				x				0	2,000	0	0
292	Oromontique	Sep-04	Specialty Coffee	5		x						1,800	0	4,000	0
293	Grupo Industrial Diversificado	Jan-05	Manufacture	63, 71			x					0	5,296	180,000	0
294	Maria Elena Sol Trujillo	Oct-04	Specialty Coffee	5		x						1,800	0	0	0

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
295	Marta Caceres Peña Trejo	Sep-04	Specialty Coffee	5	x							1,800	0	90	0
296	Creativa Consultores	Sep-04	Service	21	x							0	1,104	0	0
297	Tecniforms	Mar-05	Manufacture	6, 82		x						0	1,717	0	68,528
298	Global Commerce	Jan-05	Specialty Coffee	33	x							21,216	0	15,000	0
299	Baltazar Ferreiro	Jan-05	Specialty Coffee	5	x							1,550	0	0	0
300	Delights	Jan-05	Food Products	61		x						0	4,000	0	0
301	Fatima Caceres de Hernandez	Jan-05	Food Products	61		x						4,000	0	75	0
302	Candy Cakes	Jan-05	Food Products	61		x						0	4,000	0	0
303	Mauricio Cantor Castillo	Nov-04	Specialty Coffee	62		x						0	3,000	0	0
304	Alma de Añil	Dec-04	Other Organic	62		x						0	3,000	0	0
305	Carbon Chaparral	Mar-05	Manufacture	64	x							4,076	0	0	0
306	Geometrica	Jan-05	Service	64	x							0	4,076	0	0
307	Empacadora de Alimentos y Bebidas	Feb-05	Manufacture	64	x							0	4,076	0	0
308	Don Alfajor	Feb-05	Food Products	64	x							0	4,076	0	0
309	Proserquisa	Dec-04	Specialty Coffee	8	x							0	8,322	0	0
310	Industrias Bolivar	Jan-05	Manufacture	64	x							0	6,269	0	0
311	Ana Isabel Alvarez de Pacas	Jan-05	Agricultural Products	65		x						0	1,625	0	0
312	Industria de Calzado Morales	Dec-04	Manufacture	8,73	x	x						0	12,043	0	0
313	True Colors	Jan-05	Manufacture	64	x							0	4,076	0	0
314	Rikopan	Jan-05	Food Products	64	x							0	4,076	0	0
315	La Nueva Espiga	Mar-05	Food Products	64	x							0	4,076	0	0

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
316	Alta Tecnologia	Dec-04	Service	8	x							0	8,613	0	6,000
317	Grupo Ester	Jan-05	Manufacture	63		x						1,504	0	0	0
318	Industrias Rowin	May-04	Manufacture	21	x							1,104	0	0	0
319	Fideicomiso Walter Soundy	Sep-05	Specialty Coffee	55		x						1,884	0	0	0
320	Inversop	Mar-05	Manufacture	81	x	x						0	16,393	0	8,000
321	Pan San Antonio	Mar-05	Food Products	8	x							0	10,115	0	0
322	Krystal Systems	Dec-04	Service	8,77	x		x					0	4,512	0	1,800
323	Proamsa	May-05	Food Products	61	x	x						0	6,025	0	0
324	Fonomed	Mar-05	Service	72			x					4,000	0	0	0
325	Consorcio de Energia Electromecanica	Apr-05	Manufacture	8	x							15,000	0	85,079	0
326	Petunia	Apr-05	Manufacture	67		x						0	13,956	0	325,000
327	Marketing Plus	May-05	Service	77			x					795	0	0	0
328	Sunrise	May-05	Service	75		x						0	876	0	0
329	Creaciones Lemier	Feb-05	Manufacture	64	x							0	4,076	0	0
330	Laboratorios Capitol	May-05	Cosmetics & Pharmaceutica	64	x							0	4,076	0	0
331	Muebles Gallardo	Mar-05	Manufacture	64	x							0	4,076	0	0
332	Laboratorios Fardel	Mar-05	Cosmetics & Pharmaceutica	64	x		x					0	6,789	0	56,320
333	Phalmar	Jun-05	Cosmetics & Pharmaceutica	64	x		x					5,610	0	0	0
334	Quesadillas Leyla	Jan-05	Food Products	64	x							4,076	0	0	0
335	Comercio y Bienes	Jun-05	Food Products	64	x							4,076	0	0	0
336	Esencias y Sabores	Jun-05	Food Products	64	x		x					0	5,610	0	0

FIRM	Start-Up Date	Product Type	Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
337	Industrias Calceñeras de Centroamerica	Jun-05	Manufacture	64	x					0	4,076	0	0
338	Salinas Rivera	Jun-05	Manufacture	64	x					4,076	0	0	0
339	Creaciones Luz Maria	Jun-05	Manufacture	64	x					0	4,076	0	0
340	Pasteleria Roxana	Jun-05	Food Products	64	x					0	5,255	0	0
341	Ban Ban	Jun-05	Food Products	64	x					0	4,076	0	0
342	Salexport	Feb-05	Service	70		x				7,566	0	0	0
343	Helios	Mar-05	Specialty Coffee	70		x				0	7,566	0	0
344	E-Soft	Nov-05	Service	52			x			0	3,000	0	0
345	Jose Saul Quijada Pineda	Jun-05	Food Products	64	x					4,076	0	0	0
346	Corporacion Internacional de Software	Jun-05	Service	33, 89	x		x			0	47,480	0	0
347	Creaciones Viquelsy	Aug-05	Manufacture	89			x			0	1,534	0	0
348	Industrias Marengo	Jul-05	Manufacture	89			x			1,534	0	0	0
349	Laboratorios Buttter	Jul-05	Cosmetics & Pharmaceutica I	89			x			1,534	0	0	0
350	Hospital Cader	Aug-05	Service	33	x		x			11,073	0	0	0
351	Equitec	Aug-05	Service	33	x		x			11,095	0	0	0
352	Finca Santa Erlinda	Aug-05	Specialty Coffee	91	x					288	0	0	0
353	Salaverria Lagos	Aug-05	Specialty Coffee	91	x					700	0	0	0
354	Neftali Portillo	Sep-05	Specialty Coffee	91	x					0	575	0	0
355	Consultef	Sep-05	Specialty Coffee	91	x					0	600	0	0
356	Agrinsa	Aug-05	Specialty Coffee	91	x					0	1,035	0	0
357	Negocios Magaña de la Torre	Aug-05	Specialty Coffee	91	x					1,035	0	0	0

	FIRM	Start-Up Date	Product Type		Initiative Supported	General Guidance by EXPRO Staff	Technical Consultant	Trade Show	Trade Mission	Mkt Compt. (w/o consultant)	MSME Training	\$ Awarded (Earthquake)	\$ Awarded (Non-Earthq.)	\$ in Exports (Earthquake)	\$ in Exports (Non-Earthq.)
358	Cooperativa San Juan Evangelista	Aug-05	Specialty Coffee	91	x							1,000	0	0	0
359	El Paso	Aug-05	Specialty Coffee	91	x							900	0	0	0
360	Carlos Viera	Aug-05	Specialty Coffee	91	x							0	700	0	0
361	Cafescal	Aug-05	Specialty Coffee	91	x							0	575	0	0
362	Regpa	Aug-05	Specialty Coffee	91	x							0	805	0	0
363	Valbo	Sep-05	Specialty Coffee	91	x							500	0	0	0
364	Comexca	Aug-05	Specialty Coffee	91	x							900	0	0	0
365	Pulsar	Jul-05	Manufacture	93	x	x						0	24,999	0	0
366	Distribuidora Europea	Aug-05	Manufacture	89				x				2,193	0	0	0
367	Termoexport	Jul-05	Manufacture	89				x				2,193	0	0	0
368	Pan Arabe Joseph	Mar-05	Food Products	70			x					0	3,230	0	0
369	Orion	May-05	Manufacture	94	x							2,025	0	0	0
370	Gotera	Jun-05	Food Products	94	x							0	2,025	0	0
371	Industrias Texano	Jun-05	Manufacture	94	x							2,025		0	0
372	Indigo Trading	May-05	Manufacture	94	x							0	2,025	0	27,776
373	Inco	May-05	Manufacture	94	x							0	2,025	0	0
374	M.J. Inter	Jun-05	Manufacture	94	x							0	2,025	0	0
375	Dany	Jun-05	Manufacture	94	x							0	2,025	0	0
376	Corporacion Puntarenas	Aug-05	Specialty Coffee	91	x							0	900	0	0
377	Global Food services	May-05	Food Products	79			x					4,661	0	0	0
378	Iberplastic	May-05	Manufacture	94	x							2,025	0	0	0

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379	Distribuidora de alimentos Saludables	May-05	Food Products	94	x							2,025	0	0	0
Total To-Date (Sep 31, 2005)					60	191	188	86	25	17		\$1,288,250	\$1,063,836	\$14,473,685	\$7,549,658
Total for Previous Quarterly Report (Ending June 30, 2005)												\$1,071,606	\$795,973	\$11,094,853	\$6,759,805

TOTAL Estimated
USAID/EXPRO Awarded
for Deliverables \$2,352,086

TOTAL Exports
Generated by
USAID/EXPRO \$22,023,344

NUMBER	INITIATIVE
1	Export Platform to the USA (FMI - Chicago)
2	Expocomer 2004
3	Agritrade
4	Expo Comida Latina
5	Organic Certification
6	Assesment of Export Capacity & Strengthening
7	Marketing Advisor Network
8	Association and Cluster Support
9	Washington, DC Mission
10	International Commerce Training
11	Bio-Fach Germany
12	C.A Business Round
13	Ambiente
14	European Commercial Mission
15	Foodex
16	Boston Seafood Show 2004
17	ASD-AMD Las Vegas
18	GCM Call Center in Los Angeles
19	C.A. Business Roundtable - Agritrade
20	Alimentaria Spain
21	Export Projects CENTROMYPE (Normal Mechanism)
22	Franchising
23	Providence Coffee Summit
24	SCAA Fair Atlanta (Specialty Coffee)
25	Hannover Messe (Industrial)
26	Commercial Mission Puerto Rico-Jamaica
27	Alimentaria Mexico
28	Latin Pharma Rio de Janeiro
29	Cafeologia Paris Specialty Coffee
30	American Shoe
31	Expoferretera (Costa Rica)
32	Candy EXPO Show (Chicago)
33	Export Projects FOEX (Normal Mechanism)
34	CONFITEXPO
35	Latin Food and Beverage 2004
36	EXPO IMAGEN
37	Commercial Mission Toronto Montreal
38	Commercial Mission to Switzerland
39	Bufalo Comercial Mission to Los Angeles
40	EXPOCALZADO
41	Commercial Mission Honduras and Nicaragua
42	TENDENCE Fair

43	EXPO JUNIANA
44	EXPO MUEBLE
45	Consulteco Comercial Mission Caracas
46	MAGIC KIDS 2004
47	CHILDRENS CLUB 2004
48	Vancouver Gift Show
49	International Fair El Salvador
50	Natural EXPO East
51	Commercial Mission to Honduras
52	Commercial Mission to Ireland
53	Liber Fair (Barcelona)
54	Puerto Rico Commercial Mission
55	Coffee Fest
56	Trieste Coffee Fair
57	Swine Congress
58	Commercial Mission to mexico
59	Hortifair
60	Cited Iberokea
61	Fancy Food Show
62	Bio Fach 2005
63	Expocomer 2005
64	AFIS Program
65	Fruit Logistica
66	Ambientes 2005
67	Magic Kids 2005
68	New York & Canada Toy and Hobby Fair
69	Kassim
70	Sial Montreal
71	Expoindustria 2005 Costa Rica
72	Phonomed Denver-Luxemburg
73	Anpic Mexico
74	Retail Bakers Associations Fair
75	Expotour Costa Rica 2005
76	Commercial Mission CARCO Suppliers
77	Commercial Mission to Managua
78	Commercial Mission to Florida
79	NRA Chicago
80	SCAA Washington State 2005
81	AERA Fair
82	Imprexpo Guadalajara
83	Ferelis Commercial Mission Mexico
84	Boston Sea Food 2005
85	American Food and Beverage
86	Commercial Mission to Guatemala -Honduras



USAID
DEL PUEBLO DE LOS ESTADOS
UNIDOS DE AMÉRICA

EXPRO El Salvador
Programa de Promoción de Exportaciones
para las Micro, Pequeñas y Medianas Empresas

QUARTERLY REPORT

Ending September 30, 2005



Annex 2

87	Childrens Club ENK II New York
88	Siggraph Fair
89	Commercial Mission to Dominican Republic
90	Commercial Mission to Arizona
91	Bourbon Certification
92	Summer Fancy Food Show New York
93	Oshkosh Air Show
94	Pridex Program